

# CLM BUSINESS CASE CHECKLIST:

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Identify who is the project sponsor

Identify all potential users of a CLM solution (Legal, Sales, Finance, Procurement, IT, Contracting team, Operations, Compliance, Data privacy, Consultants, etc.)

List all the contract problems these stakeholders are experiencing

Define success criteria

Detail the risks of **not** moving forward

Document an initial timeline

Document an initial investment (one time and recurring)

Document the following metrics (cycle time, contract status visibility, legal involvement in contract approvals, workload transparency, risk avoidance and standardization, NPS)